



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Negotiation Strategies for Purchasing

Custom Courses / Procurement and Supply Chain Management

Unit Standard AATICD-0125 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

This course equips procurement professionals with advanced negotiation strategies to secure optimal value in purchasing agreements. Participants will learn to analyze supplier positions, develop win-win scenarios, and apply structured negotiation frameworks to achieve cost savings and sustainable partnerships.

Category	Custom Courses
Subfield	Procurement and Supply Chain Management
Unit Standard	AATICD-0125
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply structured negotiation frameworks to prepare for purchasing discussions.
- Analyze supplier interests and market conditions to inform negotiation tactics.
- Evaluate negotiation outcomes against predefined objectives and organizational goals.
- Design collaborative negotiation strategies that balance cost, quality, and relationship.
- Implement effective communication techniques to manage conflict and build consensus.

WHO SHOULD ATTEND

- Procurement and supply chain professionals, buyers, contract managers, and anyone responsible for negotiating purchasing agreements in corporate or government organizations.

COURSE OUTLINE

Day 1: Foundations of Negotiation in Purchasing

- Introduction to negotiation in the South African procurement context
- Distributive vs integrative bargaining
- The negotiation process: preparation, discussion, proposal, agreement
- BATNA, reservation price, and ZOPA
- Communication skills for negotiators

Day 2: Preparation and Planning for Purchasing Negotiations

- Stakeholder mapping and interest analysis
- SWOT analysis for negotiation
- Setting targets: aspiration, target, walkaway points
- Leveraging market research and supplier data
- Creating a negotiation mandala and checklist

Day 3: Negotiation Tactics and Communication Skills

- Tactics: anchoring, framing, good cop/bad cop, nibbling
- Emotional intelligence in negotiations
- Handling difficult conversations and deadlocks
- Cultural considerations in South African supplier negotiations
- Body language and paralinguistics

Day 4: Advanced Negotiation Strategies and Contracting

- Negotiating total cost of ownership (TCO) and value
- Contract clauses: indemnity, warranties, SLAs
- Team negotiation roles and coordination
- Ethics in procurement: Bribery Act, PPPFA
- Closing the deal and securing commitment

Day 5: Practical Application and Integration

- Full-scale simulation: purchasing negotiation case study
- Peer and facilitator feedback session
- Documenting negotiation outcomes and agreements
- Post-negotiation review and relationship management
- Action planning for workplace application

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 24,200.00	R 24,200.00
1	In-House	R 31,400.00	R 31,400.00
1	On-Campus (Pretoria)	R 36,200.00	R 36,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
03 Aug 2026	07 Aug 2026	On-Campus	Pretoria, South Africa
03 Aug 2026	07 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Harare, Zimbabwe
17 Aug 2026	21 Aug 2026	On-Campus	Shenzhen, China
24 Aug 2026	28 Aug 2026	On-Campus	Bangkok, Thailand
24 Aug 2026	28 Aug 2026	On-Campus	Victoria Falls, Zimbabwe

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard AATICD-0125) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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